

J. Sargeant Reynolds Community College
Course Content Summary

Course Prefix and Number: REA 100

Credits: 4

Course Title: Principles of Real Estate

Course Description: Examines practical applications of real estate principles. Includes a study of titles, estates, land descriptions, contracts, legal instruments and concepts, real estate mathematics, financing, agency, appraisal, fair housing, and management of real estate. Lecture 4 hours per week.

General Course Purpose: This is an introductory course in the Real Estate field and would benefit the individual that seeks to get into Real Estate practice.

Course Prerequisites and Co-requisites:

None

Student Learning Outcomes:

Upon successful completion of the course, the student will be able to

- a. Discuss all the types and uses of real estate;
- b. Discuss basic real estate instruments, their function, purpose, and fundamental legal significance;
- c. Discuss real estate as it affects individuals and business firms;
- d. Answer questions dealing with title closing, real estate economics, taxes, and assessments; and
- e. Discuss the problems and challenges in the real estate field in transferring, developing, and financing real estate.

Major Topics to Be Included:

- a. Ownership, rights, and interest in land
- b. Contract law and real contracts
- c. Mortgage theory, trust deeds, mortgage lending, alternative taxes
- d. Assessments, titles, closing, and escrow
- e. Real estate economics and appraisal
- f. Property management and insurance
- g. Real estate mathematics

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